

## The NexPhase Approach

### Specialization

Investment teams are dedicated to their industry vertical

### Thematic

Macro trends drive thematic thesis formation

### Operations

Operational enhancement via 12 industry and functional experts

### Value Creation

Systematic approach to driving incremental growth and profitability

### Partner of Choice

80% of our investments entrepreneur-owned and operated at close

**\$1.6B invested in over 75 transactions**

## Investment Criteria

<b>Ownership</b>	Control or co-lead
<b>Location</b>	North America
<b>EBITDA</b>	Up to \$30MM
<b>Equity Investment</b>	\$25MM – \$75MM
<b>Financial Profile</b>	Asset-light, high growth




*Preference for entrepreneur-owned businesses*

## Transaction Opportunities

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## Software & Services Portfolio Companies

	<i>November 2019</i>	Provider of cloud-based digital marketing technology for the retail automotive industry	<i>Add-ons: Retail automotive software solutions</i>
	<i>November 2019</i>	Continuing professional education and exam preparation courses	<i>Add-ons: CPE or exam prep solutions in finance, and healthcare</i>
	<i>March 2018</i>	Software and mobile solutions supporting the issuance of recreational licenses	<i>Add-ons: Licensing, and certification solutions for state and local governments</i>
	<i>December 2014; exited October 2020</i>	Software and technology-enabled sales automation platforms	<i>Add-ons: Life insurance and annuity sales automation software</i>
	<i>Septmeber 2015; exited Decemeber 2019</i>	Policy administration and distribution solutions for the insurance industry	
	<i>October 2016; exited September 2019</i>	Cloud-based marketing software for residential real estate agents and brokers	
	<i>June 2014; exited June 2017</i>	SaaS-based workforce management solutions to small and mid-sized businesses	

## Focus Areas

<b>Financial Services</b>	Insurance, real estate, lending & mortgage, bank operations
<b>State &amp; Local Government</b>	Licensing / permitting / registrations, citizen engagement and portals business services
<b>Education</b>	Continuing professional education, assessment & analytics, student lifecycle
<b>Healthcare</b>	Healthcare monitoring, patient engagement and analytics

## Software & Services Team

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<b>Mike Roe</b> <i>Operating Partner</i>  Founder & CEO, OpLogix Founder & CEO, NaviSys Interim COO, FAST	<b>Cameron Burr</b> <i>Sales &amp; Business Development</i>  Founder, Jet Capital Founder and President, POGO Jet Head of Sales SBS International	<b>Steve Hoffman</b> <i>Strategy &amp; Business Development</i>  Chairman, Ontuitive CEO, iJet, Element K and Prometric Thomson Learning President, Blackboard Inc.
<b>Jon Slangerup</b> <i>Leadership, Sales &amp; Operations</i>  CEO, Port of Long Beach President, FedEx Canada	<b>Micah Valine</b> <i>Financial Planning &amp; Analysis</i>  Founder, Plektron Solutions SYSCO Food Services,	